

Message Text

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ORIGIN COME-00

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COM/BIC/OIM (INFO)

STATE/EA/ROC/KWEAVER

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R 172155Z JUN 75

FM SECSTATE WASHDC

TO AMEMBASSY TAIPEI

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E.O. 11652: N/A

TAGS: BEXP, TW

SUBJECT: TUNGSTEN CARBIDE PLANT

REF: TAIPEI 3002

1. ALLIANCE TOOL AND DYE HAS EXPRESSED INTEREST IN SUBJECT PROJECT. AS SPECIFIED IN REFTEL THEY CABLED GREAT RIVER AND THEY HAVE NOW RECEIVED RETURN CORRESPONDENCE GIVING GENERAL DETAILS ON PROJECT AND REQUESTING BIDDERS TO ADD A TEN PERCENT FEE FOR THEIR SERVICES. NEEDLESS TO SAY ALLIANCE IS HESITANT TO BID WITHOUT FURTHER CLARIFICATION OF CERTAIN KEY VARIABLES.

2. OF MAJOR IMPORTANCE IS RELATIONSHIP BETWEEN GREAT RIVER AND MSCKSF. IS GREAT RIVER ACTING AS THE EXCLUSIVE AGENT FOR PROCUREMENT OR IS IT POSSIBLE FOR ALLIANCE TO BID DIRECTLY TO MSCKSF. (FYI: ALLIANCE RECENTLY WAS EXCLUDED FROM BIDDING ON ROC PROJECT WHEN
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THE GOVERNMENT LEARNED THEY WERE BIDDING THROUGH A

MIDDLEMAN).

3. ANOTHER VARIABLE IS FINANCING. DOES MSCKSF INTEND TO SEEK EXIMBANK FINANCING OR WILL IT BE FINANCED BY

SOME OTHER METHOD (I.E. COMMERCIAL, INTERNAL). IF NOT WILL BIDDERS BE REQUIRED TO SUPPLY FINANCING.

4. A THIRD CONSIDERATION IS TIMING. WHAT IS THE CURRENT TIMETABLE FOR CONSTRUCTION. WHEN WILL BIDDING BEGIN; WHAT IS THE PERIOD FOR CONSTRUCTION AND TARGETED COMPLETION DATE.

5. WE WOULD APPRECIATE EMBASSY'S APPRAISAL REGARDING PRIORITY OF THIS PROJECT RELATIVE TO OTHER ROC ENDEAVORS. THIS PROJECT IS NOT ON THE EXPORT PROJECT STATUS REPORT (TAIPEI A-113) NOR WAS IT ON THE RECENT LIST OF ROC PRIORITY PROJECTS. WE PRESUME THIS WILL BE A FACTOR IN ROC APPROVAL ON FINANCING AND COULD HAVE MAJOR BEARING ON WHETHER PLANT WILL BE CONSTRUCTED. WE WOULD ALSO BE INTERESTED IN LEARNING WHAT MSCKSF PLANS TO PRODUCE AT THIS FACILITY. KISSINGER

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Margaret P. Grafeld
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